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16 FEB 1977

MEMORANDUM FOR: Administrator for Federal Procurement Policy, Office of Management and Budget

FROM : James H. McDonald
Director of Logistics

SUBJECT : Procurement Research

1. This is in response to your memorandum of 26 January 1977 for the Director.

2. Your invitation to participate in a DOD-sponsored Procurement Research Symposium to be held June 22-24 at the U. S. Military Academy, West Point, New York, is very much appreciated. [redacted] who is Chief of our Procurement Management Staff, will represent this Agency at the planned Symposium. Further information regarding the Symposium may be forwarded directly to [redacted] STAT STAT

/s/ James H. McDonald
James H. McDonald

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EXECUTIVE OFFICE OF THE PRESIDENT
OFFICE OF MANAGEMENT AND BUDGET
WASHINGTON, D.C. 20503

OFFICE OF FEDERAL
PROCUREMENT POLICY

JAN 26 1977

MEMORANDUM FOR THE DIRECTOR, CENTRAL
INTELLIGENCE AGENCY

Subject: Procurement Research

Last summer I wrote to urge participation by your agency in the Fifth Annual Department of Defense (DOD) Procurement Research Symposium, which was held at the Naval Postgraduate School, Monterey, California, November 17-19, 1976. The Symposium was well attended and was very successful. I was particularly pleased to note the attendance and participation by representatives from a large number of civil agencies. Improving the procurement process should be a concern of everyone who is a part of that process. Research dedicated to developing and testing new and improved business methods and techniques has proven its worth in the last several years for DOD and we are anxious to see this effort expanded to include the civil agencies.

DOD has now scheduled the next Procurement Research Symposium to be held June 22-24, 1977 at the U.S. Military Academy, West Point, New York. This is only a few months after the last one, but it has been found necessary to recycle this event in order not to interfere with normal end of the fiscal year workload, and to avoid conflict with other activities normally scheduled in the last quarter of the calendar year.

I again urge participation by your agency in this very vital effort to advance the state of the art in procurement. Would you please disseminate the attached call for papers and encourage the active participation of your procurement managers and operators.

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Additional details about the Symposium will be forwarded as planning develops. In the meantime, please contact any of the individuals listed in the attached announcement or Mr. LeRoy J. Haugh of my staff (395-6186) for further information. Abstracts of papers should be submitted directly to the Army Logistics Management Center at the address in the announcement.

Hugh E. Witt
Administrator

Attachment

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ANNOUNCEMENT AND FIRST

CALL FOR PAPERS

6TH ANNUAL DOD PROCUREMENT RESEARCH SYMPOSIUM

On 22-24 June 1977 the Army will host the 6th Annual DOD Procurement Research Symposium at the US Military Academy, West Point, New York.

The objective of this notice is to give prospective speakers and attendees preliminary information. A formal call for papers will be issued from the Office of the Assistant Secretary of Defense, early in 1977, confirming details concerning specific topics and requirements for submission of papers.

Papers are hereby invited for presentation at the symposium from government, universities, and industry.

This annual symposium provides opportunities for professional researchers from the government, academia, and industry to engage in discussions with governmental and industrial procurement managers and operators leading toward the solution of procurement problems and the identification of long range acquisition issues impacting on procurement efficiency. Panel sessions including presentation of research results, current-issue oriented workshops, and guest speakers on major procurement/acquisition issues will be used to examine ideas and promote discussion. Papers should be submitted on topical and timely subjects. Tentative areas of coverage include:

- Acquisition/Procurement Planning
- Competition & Motivation
- Major Executive Initiatives
- Expanded Areas of Contracting
- Procurement Manpower Planning
- Use & Administration of Grants
- Estimating, Pricing & Negotiating
- Procurement Productivity
- Procurement Quality & Efficiency
- Logistical Procurement
- Life Cycle Costing

Abstracts of the papers should be three to five double-spaced pages in length and contain: the title, author's name, business address, topic covered, presentation time, and presentation aids. They should be submitted to Army Logistics Management Center, ATTN: DRXMC-PRO, Fort Lee, Va 23801 by 1 March 1977. Final selection of topics and presentations will be based on these abstracts.

Final papers will be due 1 June 1977.

Final papers received by this date will be eligible for National Contract Management Association prizes. These prizes will be awarded on the basis of originality and creativity, significance to the procurement community,

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thoroughness of research and validity of conclusions, timeliness of subject matters, and writing skills and craftsmanship. Winning papers will be published in the NCMA Journal.

The Army Procurement Research Office of the Army Logistics Management Center, Fort Lee, VA, will be the coordinators of the Symposium. Information on abstracts, papers and symposium details can be obtained from:

Mrs. Donna Martin, Symposium Administrative Assistant
687-1136 (Autovon) 804-734-1136 (Commercial)

Mr. Charles A. Correia, Key Chairman
687-1180 (Autovon) 804-734-1180 (Commercial)

Mr. Robert F. Williams, Symposium Chairman
687-1404 (Autovon) 804-734-1404 (Commercial)

Dr. Paul F. Arvis, Director, APRO
687-3300 (Autovon) 804-734-3300 (Commercial)

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